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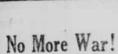
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panion.
"It's like this," was the reply.
"I have sold goods from the Atlantic to the Pacific, and yet I can get nowhere over here. I give these fellows the swiftest line of selling talk in the world and it makes no

impression."
"How well do you speak French?"
"Not at all."

"Have you studied the ways and needs of the Frenchman?"
"Of course not. I've got something they want, and they ought to take it."

The man who had long lived in France was silent for a moment. Then he said:

"The fault is not with the Frenchman, my friend. Think it over." He did, and with reflection he changed his method.

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